

## CATALOG OF ELECTIVE DISCIPLINES

**7M04 - Business, Administration and Law**  
(Code and classification of the field of education)

**7M041 - Business and administration**  
(Code and classification of the direction of training)

**0410**

(Code in the International Standard Classification of Education)

**M070 - Economics**

(Code and classification of the educational program group)

**7M04115 - Economics and management**  
(Code and name of the educational program)

**Master**

(Level of preparation)

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**Developed**

By the Academic Committee of the EP  
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**Reviewed**

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Chairman of the Academic Council Oralkanova I.A.

## Anticrisis policy of the enterprise

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

The discipline "Anti-crisis policy of an enterprise" is aimed at developing economic thinking among undergraduates based on studying the patterns, causes of crisis situations in enterprises, knowledge of measures from diagnosing the economic state of an enterprise to implementing specific measures aimed at restoring its effective functioning. The main topics are: the study of crises in the socio-economic development of society, state regulation of crisis situations, forecasting and evaluation of crises.

### Purpose of studying of the discipline

The purpose of mastering the discipline "Anticrisis policy of the enterprise" is to form a system of knowledge, skills and abilities for undergraduates to manage anti-crisis processes in enterprises.

### Learning Outcomes

ON8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise technical re equipment, reconstruction and expansion of an existing enterprise introduction of new types of products.

ON9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON10 To develop anti-crisis solutions for effective management of the regions economy, using methods and mechanisms of the cluster approach in the management of territories.

### Learning outcomes by discipline

ON 8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise; technical re-equipment, reconstruction and expansion of an existing enterprise; introduction of new types of products.

ON 9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON 10 To develop anti-crisis solutions for effective management of the region`s economy, using methods and mechanisms of the cluster approach in the management of territories.

- able to identify the causes and factors that cause the emergence of crisis conditions of enterprises

- able to make managerial decisions in order to prevent a crisis in the enterprise;

- able to apply the methods of predicting the bankruptcy of an enterprise of anti-crisis management and use methods for assessing a crisis situation at different levels of the economy.

### Prerequisites

Bachelor

### Postrequisites

Project management Investing innovative programs Adaptive economy in the modern world

## Strategical management

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

The course focuses on the values and process of strategic management. Students are expected to integrate and use their previous knowledge to make strategic decisions in organizations.

This course is devoted to the study of the vision, mission of the organization, the study of the principles, methods and models of organizational analysis, the discussion of the theory and practice of developing and implementing strategies for the development of effective strategic leadership.

### Purpose of studying of the discipline

The purpose of studying the discipline: the study, assimilation by undergraduates of modern strategic approaches in corporate management, to confirm the listener in the idea that the success of strategic management depends on economic education, their own efforts, the ability to analyze the situation, to foresee the long-term consequences of decisions.

### Learning Outcomes

ON8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise technical re equipment, reconstruction and expansion of an existing enterprise introduction of new types of products.

ON9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON10 To develop anti-crisis solutions for effective management of the regions economy, using methods and mechanisms of the cluster approach in the management of territories.

### Learning outcomes by discipline

ON 8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise; technical re-equipment, reconstruction and expansion of an existing enterprise; introduction of new types of products.

ON 9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON 10 To develop anti-crisis solutions for effective management of the region`s economy, using methods and mechanisms of the cluster approach in the management of territories.

- understands the essence and content of strategic management

- able to analyze the situation (internal and external environment)

- able to anticipate the long-term consequences of decisions

### Prerequisites

Bachelor

## Postrequisites

*Project management Crisis management in the regional management Investing innovative programs*

## Strategic management in an innovative-active organization

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

*The discipline "Strategic management in an innovatively active organization" gives a general idea of the main features of strategic management in innovatively active companies, the types of strategies used by companies, the possibilities of integrating R&D and innovation activities in the process of their development and implementation, the process of choosing a strategy, systems and models of strategic management oriented towards innovation, also creating strategic competitive advantages in the market through the development and implementation of innovations.*

### Purpose of studying of the discipline

*The purpose of the discipline: "Strategic management in an innovative -active organization" is to form a set of theoretical knowledge and practical skills for students to use strategic management tools in innovatively active companies, including when planning R&D focused on creating a competitive advantage.*

### Learning Outcomes

*ON8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise technical re-equipment, reconstruction and expansion of an existing enterprise introduction of new types of products.*

*ON9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.*

*ON10 To develop anti-crisis solutions for effective management of the regions economy, using methods and mechanisms of the cluster approach in the management of territories.*

### Learning outcomes by discipline

*ON 8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise; technical re-equipment, reconstruction and expansion of an existing enterprise; introduction of new types of products.*

*ON 9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.*

*ON 10 To develop anti-crisis solutions for effective management of the region`s economy, using methods and mechanisms of the cluster approach in the management of territories.*

*- able to lead collective scientific and analytical research and expertise in the field of innovation in the field of strategic management.*

*- able to ensure the monitoring of innovation activities in accordance with the general goals and strategy of innovative development of the organization (enterprise), region (territory), industry.*

*- able to model and analyze innovative processes, conditions and results of innovative activities in the field of strategic management.*

## Prerequisites

*Bachelor*

## Postrequisites

*Project management Investing innovative programs Development and implementation of innovative programs*

## Innovative development and competitiveness of the economy

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

*The course "Innovative development and competitiveness of the economy" examines the introduction of innovative, breakthrough technologies in the production activities of firms and enterprises that affect the competitiveness of the economy of the whole state. As a result, undergraduates form a complex of knowledge about innovative technologies, about the priority directions of their development in the world economy, about the role of state support for the development of scientific and innovative activities of society.*

### Purpose of studying of the discipline

*The purpose of the discipline is to form a set of knowledge among undergraduates about the mechanism of ensuring the competitiveness of economic systems based on innovative development and the introduction of breakthrough technologies into production, studying the fundamental factors of competitiveness, as well as methods of its assessment.*

### Learning Outcomes

*ON3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.*

*ON4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.*

### Learning outcomes by discipline

*ON 3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.*

*ON 4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.*

*- knows the directions of business development based on the use of innovative resources and mechanisms for the formation of competitive products*

*- able to apply the studied methods and methodological approaches in the process of commercialization of innovative products*

*- has the skills to analyze and evaluate the activities of the state in the investment and innovation development of the country.*

## Prerequisites

*Bachelor*

## Postrequisites

## Development of organizational forms of production and management in the Republic of Kazakhstan

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

The course "Development of organizational forms of production and management in the Republic of Kazakhstan" is aimed at studying issues in the field of theory and practice of the functioning of industrial enterprises of the Republic, underlying the adoption of competent management decisions, taking into account modern conditions of development. As a result, undergraduates develop analytical skills of research and analysis of the activities of enterprises, based on knowledge of the methodological foundations of management and functioning of industrial organizations.

### Purpose of studying of the discipline

The purpose of teaching the course is to study theoretical and practical issues of the functioning of the enterprise and the organization of production, for making managerial decisions, taking into account their dynamics in the conditions of Kazakhstan.

### Learning Outcomes

ON3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.

ON4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.

### Learning outcomes by discipline

ON 3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.

ON 4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.

- understands the patterns of development of production processes of enterprises in the conditions of the modern economy of Kazakhstan

- owns the methods and methodological foundations of the management of the processes of the organization of production at the enterprise

- able to analyze and plan the organization's production process to implement an effective strategic decision

### Prerequisites

Bachelor

### Postrequisites

Investing innovative programs Development and implementation of innovative programs State support of innovative business

## Strategic planning and budgetary processes in public management

Discipline cycle	Basic disciplines
Course	1
Credits count	5
Knowledge control form	Examination

### Short description of discipline

This course examines the basic principles and methods used in strategic planning and budgeting of the country's public administration. An effective budget policy aimed at fulfilling the main strategic goals of the state contributes to improving the standard of living of the population and social stability. As a result of studying the course, the student can evaluate and analyze processes and phenomena at each stage of the implementation of strategic planning and budgeting.

### Purpose of studying of the discipline

The purpose of this discipline is a comprehensive study of the basic principles and methods of strategic planning and budgeting processes in the public administration of the Republic of Kazakhstan.

### Learning Outcomes

ON3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.

ON4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.

### Learning outcomes by discipline

ON 3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.

ON 4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.

- understands the importance of taking into account objective and specific conditions for the development of strategic planning and budgeting processes in the economic policy of the state

- able to evaluate the effectiveness of the public service in the process of implementing strategic goals and objectives

- has skills and abilities in the formation and justification of planned indicators and measures that contribute to socio-economic development

### Prerequisites

Bachelor

### Postrequisites

Strategic management in an innovative-active organization State support of innovative business Strategic model for business development

## The organization of public service (advanced course)

Discipline cycle	Basic disciplines
Course	1
Credits count	5

Knowledge control form

Examination

### Short description of discipline

*The peculiarity of the study of this discipline is the mastery of undergraduates with an integral system of knowledge in the field of the theory of public administration and the organization of public service. The course deals with the essence and features of the organization of public administration. The essence and classification of the principles of public administration are revealed. The principles of building state bodies, the organizational structure, and ensuring public administration are considered. Particular attention is paid to the issue of admission, passage and termination of public service.*

### Purpose of studying of the discipline

*The purpose of studying this course is to identify patterns in the organization of the public service, to study the problems and prospects for the development of the organization of public services, the ability to analyze the methods of tools of state influence.*

### Learning Outcomes

*ON11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.*

*ON12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.*

### Learning outcomes by discipline

*ON 11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.*

*ON 12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.*

*- have information about public service in the Republic of Kazakhstan and foreign countries*

*- learn the procedure for entering, passing and terminating public service*

*- be able to analyze the issues of legal responsibility of civil servants, also understand the economic situation, laws and principles of organization of the public service*

### Prerequisites

*Bachelor*

### Postrequisites

*Public-private partnerships Analysis of corruption risks Government and business*

## Modern technologies of planning and forecasting of socio-economic development of the territory

Discipline cycle Basic disciplines

Course 1

Credits count 5

Knowledge control form Examination

### Short description of discipline

*The course examines the issues of choice, analysis of forms, methods of state influence on the quality of socio-economic processes. Based on the application of forecasting and planning techniques, students develop the ability to implement decisions in the field of regulation of social and economic developments, proposals based on forecasts and plans.*

### Purpose of studying of the discipline

*The aim is to study forecasting and planning as instruments of state regulation of socio-economic development.*

### Learning Outcomes

*ON11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.*

*ON12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.*

### Learning outcomes by discipline

*ON 11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.*

*ON 12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.*

*- Knows modern technologies of planning and forecasting of socio-economic development of the territory*

*- Is able to analyze and evaluate methods and means of state influence on the quality of socio-economic processes.*

*- Makes effective economic and managerial decisions based on knowledge of modern planning and forecasting technologies.*

### Prerequisites

*Bachelor*

### Postrequisites

*Crisis management in the regional management Research scientific training Analysis and assessment of development economy of region*

## Theory and mechanisms of modern public management

Discipline cycle Basic disciplines

Course 1

Credits count 5

Knowledge control form Examination

### Short description of discipline

*The course allows students to familiarize themselves with basic theories, practices, and tools of public administration. The discipline will help to gain knowledge in the field of development of the structure of authorities, division of powers, personnel activities. Its special feature is its practical significance, which allows you to learn theories and apply them in life.*

### Purpose of studying of the discipline

*The purpose of studying the discipline "Theory and mechanisms of modern public administration" is to assimilate students` knowledge in*

the field of public administration, legislation in force in this area and the practice of its application.

### **Learning Outcomes**

ON11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.

ON12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.

### **Learning outcomes by discipline**

ON 11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.

ON 12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.

- able to analyze social and economic programs

- is able to critically assess the prospects for the introduction of management technologies in a certain area

- knows the main problems in the field of public administration and identifies ways to solve them

### **Prerequisites**

Bachelor

### **Postrequisites**

Crisis management in the regional management Research scientific training Analysis and assessment of development economy of region

## **Analysis and assessment of development economy of region**

Discipline cycle Profiling discipline

Course 1

Credits count 5

Knowledge control form Examination

### **Short description of discipline**

The discipline "Analysis and assessment of development economy of region" allows students to study in depth the analysis and assessment of the socio-economic development of the region. Regions occupy a special place in the development of the national economy. Therefore, the study of the regional economy allows us to comprehensively consider the issues of employment and unemployment, budget allocation, and economic growth of the region's economy. Students will learn to study, analyze, and differentiate macroeconomic indicators during the analysis of the economic development of the region.

### **Purpose of studying of the discipline**

The purpose of the discipline «Analysis and assessment of development economy of region» is an in-depth study of the analysis and assessment of the socio-economic development of the region.

### **Learning Outcomes**

ON5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

### **Learning outcomes by discipline**

ON 5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON 6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON 7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

- to know the modern regional policy in Kazakhstan, the main directions of reforms in the management of regions

- be able to identify trends in socio-economic indicators and processes in the regions

- possess the skills of forming managerial decisions that take into account the peculiarities of the regional situation.

### **Prerequisites**

Strategical management Innovative development and competitiveness of the economy

### **Postrequisites**

Crisis management in the regional management Adaptive economy in the modern world Research scientific training

## **Micro-macroeconomic analysis**

Discipline cycle Profiling discipline

Course 1

Credits count 5

Knowledge control form Examination

### **Short description of discipline**

The discipline «Micro- macroeconomic analysis» is a fundamental basic discipline in the training of future specialists in the program of economic education. The course helps to make rational decisions, effectively using limited resources. Therefore, micro- and macroeconomic analysis teaches young professionals to practice professional and competent analysis of events, processes and phenomena occurring at the micro and macro levels. Allows you to understand the relationship of macroeconomic entities.

### **Purpose of studying of the discipline**

The purpose of studying the course «Micro-macroeconomic analysis» is to master the theoretical knowledge of undergraduates and acquire skills in analyzing practical micro and macroeconomic problems.

### **Learning Outcomes**

ON5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

### Learning outcomes by discipline

ON 5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON 6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON 7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

- knows the basic concepts of micro- and macroeconomics, the laws of the functioning of microeconomics, the methodology for calculating macroeconomic indicators and the main directions of macroeconomic policy;

- analyze the economic activity of the enterprise in various organizational and legal forms, be able to calculate macroeconomic indicators;

- skills in identifying micro and macroeconomic problems, differentiating the impact of macroeconomic policy on the national economy.

### Prerequisites

Bachelor

### Postrequisites

Assessment of market value of business Adaptive economy in the modern world

## Economy of firm (advanced course)

Discipline cycle Profiling discipline

Course 1

Credits count 5

Knowledge control form Examination

### Short description of discipline

When studying the course "Economy of firm", the main link of the economy considers the issues of production and organizational structure, enterprise resources, development of a business plan, the content of innovation policy, social responsibility, the essence and prevention of its insolvency. When planning production and sales activities, enterprises will have the opportunity to evaluate the efficiency of the use of fixed, working and labor resources, apply methods for assessing technical and economic indicators, and perform economic calculations.

### Purpose of studying of the discipline

The purpose of teaching the discipline «Firm Economics» is to teach students theoretical and practical knowledge in the field of economics of organizations necessary for the successful activity of a specialist in market conditions.

### Learning Outcomes

ON5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

### Learning outcomes by discipline

ON 5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON 6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON 7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

- to know the role and features of the activity of firms as subjects of the market economy, organizational and legal aspects of the creation and functioning of firms in modern conditions

- be able to use the basics of economic knowledge to study the resource base of firms, choose tools for solving problems in the field of firm economics

- possess methods of assessing economic and socio-economic indicators that characterize the activities of firms.

### Prerequisites

Bachelor

### Postrequisites

Assessment of market value of business Adaptive economy in the modern world

## Business process analysis and design

Discipline cycle Profiling discipline

Course 1

Credits count 5

Knowledge control form Examination

### Short description of discipline

The course " Business process analysis and design " covers the theoretical foundations of business processes, their management and optimization, as well as applied methods for designing, analyzing and improving business processes necessary to work with various projects to improve the processes of industrial companies. Also, the study of this discipline contributes to the formation of the process thinking of an economist-manager at all stages of the analysis and design of business processes.

### Purpose of studying of the discipline

The purpose of mastering the discipline "Business process analysis and design" is: teaching undergraduates the fundamental skills and abilities in the field of analysis, development and design of business processes.

### Learning Outcomes

ON8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise technical re equipment, reconstruction and expansion of an existing enterprise introduction of new types of products.



ON9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON10 To develop anti-crisis solutions for effective management of the regions economy, using methods and mechanisms of the cluster approach in the management of territories.

#### **Learning outcomes by discipline**

ON 8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise; technical re-equipment, reconstruction and expansion of an existing enterprise; introduction of new types of products.

ON 9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON 10 To develop anti-crisis solutions for effective management of the region`s economy, using methods and mechanisms of the cluster approach in the management of territories.

- knows the theoretical foundations of analysis and design of business processes

- is able to determine the optimal list of methods and technologies for analysis, design of business processes

- has skills in applying methods and technologies of modeling, analysis and design of business processes

#### **Prerequisites**

Strategical management Innovative development and competitiveness of the economy

#### **Postrequisites**

Assessment of market value of business Investing innovative programs Research scientific training

### **Evaluation of the effectiveness of investments**

Discipline cycle Profiling discipline

Course 1

Credits count 5

Knowledge control form Examination

#### **Short description of discipline**

The course examines the issues of the organization`s investment activity. In particular, the problems of reviewing quantities, implementing solutions under the influence of factors. The discipline captures aspects of the categorical and conceptual apparatus in the field of investment. Studying the course will allow you to acquire knowledge in the field of evaluating the effectiveness of investments.

#### **Purpose of studying of the discipline**

The purpose of studying the discipline "Evaluation of investment efficiency" is the formation of comprehensive knowledge in the field of theory of methods for calculating and evaluating the economic efficiency of investments.

#### **Learning Outcomes**

ON8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise technical re equipment, reconstruction and expansion of an existing enterprise introduction of new types of products.

ON9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON10 To develop anti-crisis solutions for effective management of the regions economy, using methods and mechanisms of the cluster approach in the management of territories.

#### **Learning outcomes by discipline**

ON 8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise; technical re-equipment, reconstruction and expansion of an existing enterprise; introduction of new types of products.

ON 9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON 10 To develop anti-crisis solutions for effective management of the region`s economy, using methods and mechanisms of the cluster approach in the management of territories.

- Knows the main aspects of the categorical and conceptual apparatus in the field of investment analysis

- Able to evaluate the effectiveness of investments

- Makes effective decisions on the use of investments

#### **Prerequisites**

Strategical management Innovative development and competitiveness of the economy

#### **Postrequisites**

Assessment of market value of business Investing innovative programs Research scientific training

### **Project management**

Discipline cycle Profiling discipline

Course 1

Credits count 5

Knowledge control form Examination

#### **Short description of discipline**

As part of the course, the undergraduate will master the practical use of the basic principles of management, examination and evaluation of business projects, modern world experience in project management. Also, this course makes it possible for undergraduates to form an understanding of the project management methodology and a systematic understanding of project management. The discipline "Project Management" creates a conceptual framework for the study of management disciplines that use management technologies in the performance of various educational and research projects.

#### **Purpose of studying of the discipline**

The purpose of mastering the discipline "Project Management" is to form a system of knowledge in the field of project management and modern managerial thinking among undergraduates, which contributes to project management at all stages of its life cycle.

#### **Learning Outcomes**

ON8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise technical re equipment, reconstruction and expansion of an existing enterprise introduction of new types of products.

ON9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON10 To develop anti-crisis solutions for effective management of the regions economy, using methods and mechanisms of the cluster approach in the management of territories.

### **Learning outcomes by discipline**

ON 8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise; technical re-equipment, reconstruction and expansion of an existing enterprise; introduction of new types of products.

ON 9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON 10 To develop anti-crisis solutions for effective management of the region`s economy, using methods and mechanisms of the cluster approach in the management of territories.

- Knows the basic concepts of project management, modern project management methodologies

- Demonstrates the ability to analyze, synthesize ways to improve the efficiency of attracted investments in innovative projects

- Able to draw up and develop business projects, network diagrams and strategic plans, in accordance with the requirements and laws of the market

### **Prerequisites**

Strategical management Innovative development and competitiveness of the economy

### **Postrequisites**

Assessment of market value of business Investing innovative programs Research scientific training

## **Analysis of corruption risks**

Discipline cycle Profiling discipline

Course 1

Credits count 5

Knowledge control form Examination

### **Short description of discipline**

In this discipline, the expediency of the fact that the specific conditions for the functioning of various facilities require an objective and comprehensive analysis and examination of economic transactions that allow providing the legal basis for anti-corruption activities is considered. Identification of provisions that may contribute to corruption manifestations, analysis of economic and corruption risks, knowledge of anti-corruption strategies.

### **Purpose of studying of the discipline**

The purpose of the discipline is to teach the theoretical basis for analyzing corruption risks and the main prerequisites for anti-corruption activities.

### **Learning Outcomes**

ON11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.

ON12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.

### **Learning outcomes by discipline**

ON 11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.

ON 12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.

- knows the theoretical foundations of corruption risk analysis

- identification of provisions that may contribute to corruption manifestations, analysis of economic and corruption risks

- skills in developing anti-corruption strategies.

### **Prerequisites**

Theory and mechanisms of modern public management

### **Postrequisites**

Crisis management in the regional management Research scientific training

## **Public-private partnerships**

Discipline cycle Profiling discipline

Course 1

Credits count 5

Knowledge control form Examination

### **Short description of discipline**

The course «Public and private partnership» examines the theoretical foundations of public and private partnership, the place and role, mechanisms and model of state regulation of the economy. Public and private partnership aims to achieve the objectives of socio-economic development with the distribution of risks, competencies and responsibilities on the terms of mutually beneficial long-term cooperation in maintenance, operation, modernization, construction of public infrastructure facilities.

### **Purpose of studying of the discipline**

The purpose of the discipline is to form undergraduates` basic knowledge about the forms and practices of public-private partnership (PPP) used by state and local government bodies to solve their tasks.

### **Learning Outcomes**

ON11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.

ON12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.

### **Learning outcomes by discipline**

ON 11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.

ON 12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.

- to know the theory of public-private partnership, to have an idea about the main forms of public-private partnership and their specific features in Kazakhstan

- be able to assess the prospects for its implementation as tools of state and local government

- have the skills to work with regulations, other documents, get the skills to prepare analytical materials, expert opinions on public-private partnership projects.

#### **Prerequisites**

Theory and mechanisms of modern public management

#### **Postrequisites**

Crisis management in the regional management Research scientific training

### **Organization of procurement for state and local needs**

Discipline cycle	Profiling discipline
Course	1
Credits count	5
Knowledge control form	Examination

#### **Short description of discipline**

When studying the course "Organization of procurement for state and local needs", they get acquainted with the peculiarities in the national economy of the supply of goods, performance and provision of services to meet state and local needs as a public procurement system. The role of public procurement makes it possible to increase the efficiency of the public sector, saving public spending by effectively allocating funds to various sectors of the economy.

#### **Purpose of studying of the discipline**

The purpose of the discipline is to study the theoretical foundations of the organization of procurement of goods, works and services, types of public procurement.

#### **Learning Outcomes**

ON11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.

ON12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.

#### **Learning outcomes by discipline**

ON 11 Integrate knowledge in the field of state and local government to develop solutions to achieve the strategic goals of the management object and make effective management decisions at the macro and meso levels.

ON 12 To make and implement organizational management decisions in the field of state and local government, taking into account corruption risks and social, ethical responsibility for the decisions taken.

- knows the concept of public procurement and contract system, elements, types and classification of public procurement

- is able to analyze the information and legal base of public procurement

- skills of working with public procurement portals.

#### **Prerequisites**

Theory and mechanisms of modern public management

#### **Postrequisites**

Crisis management in the regional management Research scientific training

### **Crisis management in the regional management**

Discipline cycle	Profiling discipline
Course	2
Credits count	5
Knowledge control form	Examination

#### **Short description of discipline**

The discipline examines the principles and methods of anti-crisis management aimed at ensuring a balance of interests of the enterprise and all participants of the regional market. The course forms scientific and practical ideas on the main problems in the functioning and development of the institute of bankruptcy and anti-crisis regional management. As a result, the undergraduate learns about the economic, legal and methodological foundations of performing the functions of a crisis manager, the tasks and functions of state regulation of crisis situations at the regional level.

#### **Purpose of studying of the discipline**

The purpose of the study: mastering the theoretical knowledge of crisis management by undergraduates, the formation of their practical skills and abilities in the application of anti-crisis management tools and methods in regional management.

#### **Learning Outcomes**

ON8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise technical re equipment, reconstruction and expansion of an existing enterprise introduction of new types of products.

ON9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON10 To develop anti-crisis solutions for effective management of the regions economy, using methods and mechanisms of the cluster approach in the management of territories.

#### **Learning outcomes by discipline**

ON 8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise; technical re-equipment, reconstruction and expansion of an existing enterprise; introduction of new types of products.

ON 9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON 10 To develop anti-crisis solutions for effective management of the region`s economy, using methods and mechanisms of the cluster approach in the management of territories.

- knows the patterns, principles, methods and mechanisms of crisis management in the economy of the region.
- able to competently, professionally apply the acquired knowledge in practice
- has skills in using the basic theories of motivation, leadership and power in solving organizational and managerial tasks

#### **Prerequisites**

Strategical management Project management

#### **Postrequisites**

Final examination Research scientific training

### **Cluster policy in the system of strategic management of territorial development**

Discipline cycle	Profiling discipline
Course	2
Credits count	5
Knowledge control form	Examination

#### **Short description of discipline**

The course "Cluster policy in the system of strategic management of territorial development" is aimed at studying the issues of current trends and mechanisms of cluster development in Kazakhstan, the peculiarities of their formation in Western countries. Introduces undergraduates to the stages of formation of cluster policy, its implementation features in the strategy of territorial development of the country. As a result, a master`s student develops an in-depth understanding of the territorial development management system.

#### **Purpose of studying of the discipline**

The purpose of the discipline is the systematic study and development of the directions and mechanisms of spatial (territorial) development of local socio-economic systems, the development of tools in the formation of cluster placement of objects, the legal foundations of the functioning of cluster territorial planning, etc.

#### **Learning Outcomes**

ON8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise technical re equipment, reconstruction and expansion of an existing enterprise introduction of new types of products.

ON9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON10 To develop anti-crisis solutions for effective management of the regions economy, using methods and mechanisms of the cluster approach in the management of territories.

#### **Learning outcomes by discipline**

ON 8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise; technical re-equipment, reconstruction and expansion of an existing enterprise; introduction of new types of products.

ON 9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON 10 To develop anti-crisis solutions for effective management of the region`s economy, using methods and mechanisms of the cluster approach in the management of territories.

- knows conceptual approaches in spatial development of the territory, legal bases of cluster territorial planning
- able to assess and analyze the spatial development of territories, identify their socio-economic problems
- has the skills to work with territorial planning documents.

#### **Prerequisites**

Strategical management Project management

#### **Postrequisites**

Final examination Research scientific training

### **Supply chains formation and management**

Discipline cycle	Profiling discipline
Course	2
Credits count	5
Knowledge control form	Examination

#### **Short description of discipline**

The course "Supply chains formation and management" is aimed at studying the theoretical and methodological foundations of supply chain management, the basics of administration and controlling, methods and tools for modeling and optimizing supply chains. As a result, the student develops the ability to analyze and justify the reliability, stability of supply chains and solve practical problems in the field of logistics, in the conditions of innovative development of the enterprise.

#### **Purpose of studying of the discipline**

The purpose of the course is to study the content, meaning and features of the application of supply chain management tools in the functional areas of logistics by undergraduates.

#### **Learning Outcomes**

ON8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise technical re equipment, reconstruction and expansion of an existing enterprise introduction of new types of products.

ON9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON10 To develop anti-crisis solutions for effective management of the regions economy, using methods and mechanisms of the cluster approach in the management of territories.

#### **Learning outcomes by discipline**

ON 8 To prepare and carry out planning and design calculations, development of special documentation regarding the organization of a new enterprise; technical re-equipment, reconstruction and expansion of an existing enterprise; introduction of new types of products.

ON 9 Develop and evaluate the corporate and functional strategy of the company taking into account risks based on knowledge of key management concepts and critical analysis skills.

ON 10 To develop anti-crisis solutions for effective management of the region's economy, using methods and mechanisms of the cluster approach in the management of territories.

- analyzes the reliability, stability and efficiency of the supply chain
- identifies factors hindering the implementation of the concept of supply chain management
- able to make decisions in the field of operational management of the organization's processes

#### Prerequisites

Strategical management Project management

#### Postrequisites

Final examination Research scientific training

### Government and business

Discipline cycle	Profiling discipline
Course	2
Credits count	5
Knowledge control form	Examination

#### Short description of discipline

The course studies the theoretical and methodological foundations, the main methods, mechanisms and institutional structure of interaction between the state and business; the specifics of the relationship between government, business and society, and also examines the main problems arising in the process of interaction between the state and business, methods and means of solving problems to improve and further develop the system of interaction between government and business structures.

#### Purpose of studying of the discipline

The purpose of studying the course is a deep assimilation by undergraduates of the issues of economic, legal, ethical relations arising between the state, its bodies and the economic sector represented by entrepreneurs of various forms of ownership.

#### Learning Outcomes

ON5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

#### Learning outcomes by discipline

ON 5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON 6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON 7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

- to know the theoretical aspects of the concepts of private entrepreneurship and the functions of the state

- be able to analyze the factors, conditions and legal issues arising in the relationship of state bodies with economic entities

- acquisition of skills of independent economic thinking and analysis of the situation.

#### Prerequisites

Micro-macroeconomic analysis Project management Analysis and assessment of development economy of region

#### Postrequisites

Final examination Research scientific training

### Commercial pricing

Discipline cycle	Profiling discipline
Course	2
Credits count	5
Knowledge control form	Examination

#### Short description of discipline

The course examines the basic methods and techniques of modern commercial pricing, the economic foundations and consequences of choosing various options for the pricing policy of the enterprise. In addition to the fact that prices in market conditions are an instrument of competition, investment, redistribution of resources, they allow you to find out the influence of many different factors not only under the influence of supply and demand, but also from the effective demand of the population to the prices of the world market.

#### Purpose of studying of the discipline

The purpose of the study is the formation of strong theoretical knowledge and practical skills of future specialists in solving applied problems in the field of pricing.

#### Learning Outcomes

ON5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

#### Learning outcomes by discipline

ON 5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON 6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON 7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

- knows the main categories and laws of pricing; basic models of pricing theory

- is able to use sources of economic, social, managerial information

- has the skills to analyze and evaluate the effectiveness of the organization's price management.

## Prerequisites

Micro-macroeconomic analysis Project management Analysis and assessment of development economy of region

## Postrequisites

Final examination Research scientific training

## Assessment of market value of business

Discipline cycle	Profiling discipline
Course	2
Credits count	5
Knowledge control form	Examination

### Short description of discipline

*In this discipline, the issues of property valuation are studied in depth, since it is part of the activities of managers and specialists of enterprises, commercial and financial organizations. The study of the discipline forms knowledge of the basic laws of the Republic of Kazakhstan, regulations on entrepreneurship, accounting, commercial activity, marketing, management, investment projects, time assessment of cash flows, the concept of business valuation.*

### Purpose of studying of the discipline

*The purpose of the course is to form a certain amount of knowledge among undergraduates necessary for a competent assessment and forecasting of income from the use of property (business).*

### Learning Outcomes

*ON5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.*

*ON6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.*

*ON7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.*

### Learning outcomes by discipline

*ON 5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.*

*ON 6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.*

*ON 7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.*

*- knowledge of the basic concepts of business value, methods of business value assessment*

*- be able to calculate economic and socio-economic indicators based on standard methods and the current regulatory framework*

*- possess the skills to collect and process the necessary data necessary for the development of plans and justification of management decisions.*

## Prerequisites

Micro-macroeconomic analysis Project management Analysis and assessment of development economy of region

## Postrequisites

Final examination Research scientific training

## State support of innovative business

Discipline cycle	Profiling discipline
Course	2
Credits count	5
Knowledge control form	Examination

### Short description of discipline

*The discipline examines the system of measures taken by institutions of national power in the orientation of the development of indispensable legal, economic and organizational conditions, as well as motives for individuals and legal entities performing innovative activities. Studying the course will allow students to gain knowledge in the field of supporting innovative activities.*

### Purpose of studying of the discipline

*The purpose of studying the discipline is for students to acquire theoretical knowledge and practical skills in the field of innovative business management.*

### Learning Outcomes

*ON3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.*

*ON4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.*

### Learning outcomes by discipline

*ON 3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.*

*ON 4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.*

*- Knows the economic, legal and economic conditions for the development of innovative business.*

*- Performs economic calculations for the purpose of optimal development of innovative business.*

*- Has the skills to develop recommendations on the effective development of innovative business.*

## Prerequisites

Innovative development and competitiveness of the economy Project management

## Postrequisites

Final examination Research scientific training

## Investing innovative programs

Discipline cycle	Profiling discipline
Course	2

Credits count	5
Knowledge control form	Examination

### Short description of discipline

The discipline "Investing innovative programs" considers the components of the project management process, such as the development of a financial strategy, the search for sources of financing for investors, and financial management. Upon completion of the course, students of educational institutions will acquire professional skills and knowledge in the field of investment of innovative programs.

### Purpose of studying of the discipline

The purpose of studying the discipline "Investing innovative programs" is the formation of comprehensive knowledge in the field of financial strategy development, search for sources of financing, financial management.

### Learning Outcomes

ON3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.

ON4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.

### Learning outcomes by discipline

ON 3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.

ON 4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.

- Knows methods and tools for evaluating the effectiveness of investment in innovative programs

- Critically assesses and recognizes the areas of application of the main theoretical ideas and economic attitudes.

- Has the skills to develop recommendations on effective investment of innovative programs.

### Prerequisites

Innovative development and competitiveness of the economy Project management

### Postrequisites

Final examination Research scientific training

## Development and implementation of innovative programs

Discipline cycle	Profiling discipline
Course	2
Credits count	5
Knowledge control form	Examination

### Short description of discipline

The discipline "Development and implementation of innovative programs" examines the main directions of development of innovative projects, features of their management, financing mechanisms at different stages of implementation, methods of risk assessment. Studying the course will allow students to gain in-depth knowledge in assessing innovative projects, determining risk levels, and possible ways to reduce them.

### Purpose of studying of the discipline

The purpose of studying the discipline "Development and implementation of innovative programs" is the formation of comprehensive knowledge in the field of preparation and implementation of innovative programs or projects.

### Learning Outcomes

ON3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.

ON4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.

### Learning outcomes by discipline

ON 3 Be able to analyze and evaluate strategic investment and innovation development programs of the state in order to identify the main problems of their implementation at the level of the state and enterprises.

ON 4 Develop strategies for the development and management of enterprises of all forms of ownership and their individual divisions.

- knows the main parameters of the project and identifies the prospects for its implementation

- determines the risk levels in an innovative project and possible ways to reduce it

- makes effective economic and managerial decisions based on the knowledge of innovative programs

### Prerequisites

Innovative development and competitiveness of the economy Project management

### Postrequisites

Final examination Research scientific training

## Adaptive economy in the modern world

Discipline cycle	Profiling discipline
Course	2
Credits count	5
Knowledge control form	Examination

### Short description of discipline

The adaptability of the economy depends on the ability of entrepreneurs and the state to analyze and control environmental conditions, detect market opportunities, assess risks and adequately respond to them.

The course "Adaptive economy in the modern world" defines the general elements of the adaptive economy model: methods that increase the ability of the economy to adapt and factors that affect the adaptability of the economy.

### Purpose of studying of the discipline

The purpose of studying the discipline: teaching the principles of the policy of adaptation of the economies of the world, where change is considered as a preliminary step in the struggle for the economic development of the country.

### Learning Outcomes

ON5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

### **Learning outcomes by discipline**

ON 5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON 6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON 7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

- is able to determine the factors to which the economy must respond in the process of change; attributes that increase the ability of the economy to adapt;

- knows the main problems associated with adaptation, and, above all, how policy initiatives can contribute to the adaptation process.

- identifies the relationship between economic development and structural flexibility.

### **Prerequisites**

Innovative development and competitiveness of the economy Micro-macroeconomic analysis Analysis and assessment of development economy of region

### **Postrequisites**

Final examination Research scientific training

## **Coaching in the development of entrepreneurship**

Discipline cycle Profiling discipline

Course 2

Credits count 5

Knowledge control form Examination

### **Short description of discipline**

The course "Coaching in the development of entrepreneurship" explores such a phenomenon as coaching, which is in demand in modern business management practice. This course reveals the main characteristics and features of coaching, shows the advantages of this tool in comparison with other methods of personnel and business development. The coaching approach is aimed at inspiring the entrepreneur and finding a creative solution to the problem.

### **Purpose of studying of the discipline**

The purpose of studying the discipline is to give undergraduates an idea of what coaching is, to show the place and features of this method in the complex of methods for the development of managerial qualifications among managers, to form basic skills for the development of managerial competencies by coaching

### **Learning Outcomes**

ON5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

### **Learning outcomes by discipline**

ON 5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON 6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.

ON 7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.

- determines the advantages and disadvantages of this method;

- able to use coaching in management activities;

- evaluates the components of successful coaching.

### **Prerequisites**

Innovative development and competitiveness of the economy Micro-macroeconomic analysis Analysis and assessment of development economy of region

### **Postrequisites**

Final examination Research scientific training

## **Strategic model for business development**

Discipline cycle Profiling discipline

Course 2

Credits count 5

Knowledge control form Examination

### **Short description of discipline**

In this course, a strategic view of business modeling is applied, with a focus on how to develop and implement business models both in new enterprises and in existing organizations. During the course, various possible types of business models are studied.

The main attention is paid to the theoretical foundations of business modeling, as well as how the development of a business model can be practically implemented in students' own entrepreneurial projects.

### **Purpose of studying of the discipline**

The main purpose of the course is to familiarize undergraduates with the knowledge, concepts and tools of strategic business development models.

### **Learning Outcomes**

ON5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.

ON6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.



*ON7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.*

**Learning outcomes by discipline**

*ON 5 Apply knowledge of economic theory to public issues, in particular: economic growth and progress; public policy and global governance; innovative research; problems of pricing regulation.*

*ON 6 Evaluate and interpret information for the analysis of micro- and macroeconomic development of economic entities.*

*ON 7 To analyze financial, accounting and other information contained in the reports of enterprises, organizations, departments of various forms of ownership, in order to make competent and effective management decisions based on modern business methods.*

*- To study key concepts that will allow you to analyze and develop strategic business models, as well as apply them to real problems.*

*- Identify and evaluate opportunities for creating and generating profits through the development of a business model*

*- To assess the problems associated with the development and updating of strategic business models in large established firms*

**Prerequisites**

*Innovative development and competitiveness of the economy Project management Analysis and assessment of development economy of region*

**Postrequisites**

*Final examination Research scientific training*